

Mark Your Calendars! Spread the Word!

Agricultural Community Outreach Initiative

Coordinated by Rutgers Cooperative Extension of Salem County through funding from the USDA Risk Management Agency

Free One-Day Risk Management Workshops

March 23, 2004
March 24, 2004
March 25, 2004

► Snyder Research and Extension Farm, Pittstown
► Charlie's Other Brother, Restaurant, Mt. Holly
► Rutgers Agricultural Research and Extension Center, Bridgeton



Agenda

10:00 am to 10:30 am
10:30 am to 12:00 pm

► Welcome and Overview of Risk Management – **David Lee**, RCE Salem County
► Overview of Marketing Risk – **Coleen McGarrity**, RCE, Salem County
► Transitioning to Organic Production – **Karen Anderson**, Executive Director, Northeast Organic Farming Association of New Jersey (NOFA-NJ) – This session will cover the why and how of converting to organic from the economic incentives to the federal rules and regulations to the fundamental principles of organic agriculture.

12:00 pm to 12:30 pm
12:30 pm to 2:00 pm

LUNCH BREAK

► Overview of Legal/Human Resource Risk – **Coleen McGarrity**, RCE, Salem County
► On-Farm Legal Risks (Liability) – **Toby Treem**, Mediation Coordinator for FARM SENSE, the USDA certified mediation program for the state of Maryland – This session will focus on the legal issues every farmer should know from welcome and unwelcome farm visitors to how to prevent litigation.

2:00 pm to 3:15 pm

► Overview of Financial Risk – **David Lee**, RCE, Salem County
► Estate and Business Transfer Planning – **Stephen Makarevich**, Business Consultant, First Pioneer Farm Credit, ACA – This session will cover topics such as gifting, ownership patterns and transfer, trusts, necessary documents, and developing the next generation.

3:15 pm to 3:45 pm

► Overview of Production Risk – **Coleen McGarrity**, RCE, Salem County
► Crop Insurance Update – **Kim Linonis**, RCE, Salem County

3:45 pm to 4:00 pm

► Wrap-up and evaluation – **David Lee**, RCE, Salem County

All participants will receive complimentary copies of the *“New Jersey Green Pages”*, a comprehensive agricultural directory, and a three-volume risk management workbook entitled *“Cultivating Peace of Mind”*.

**To register, please contact
Rutgers Cooperative Extension of Salem County at 856-769-0090. Space is limited.**

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N.J. AGRICULTURAL EXPERIMENT STATION
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NEW BRUNSWICK

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